RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #335710
Mr. J. Weisberg
KINGSTON TOBACCO

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear Joe:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ $3.00/carton off-invoice.

RJR will reimburse you $4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **$19.00 (4 (6M) case(s) @ $4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION	'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: 162305
Enc. Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/hzly0000

JUNE DELIVERY
SALEM TEAR TAPE
KINGSTON TOBACCO

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	1
12300-24195	*Full Flavor 100*	1
12300-24196	*Light*	1
12300-24197	*Light 100*	1

UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED

Product / Premium Arrival: **May 26, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$1,246.91**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

JUNE DELIVERY

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WHOLESALER : 335710 KINGSTON CANDY & TOB. CO. <DIRECT>
TEMPLATE : 800438 80600 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	M85 QTY	M100 QTY	LT M85 QTY	LT M100 QTY	TOTAL QTY	CHAIN-ID	SUPPLIER
162210		178349	CHEESE N THINGS	ROUTE 28	PINE HILL	NY	12465	1	1			2		
162303	162322	649931	UNITED QUIK STOPS	1229 WESTERN AVE.	ALBANY	NY	12203	1		1	3	5		
162303	162324	703580	UNITED QUIK STOP IN	52 FULLER RD	ALBANY	NY	12205			1	11	12		
162305	162327	212606	MALL MOBIL SERVICE	1146 ULSTER AVE	KINGSTON	NY	12401	2	2	3	2	9		
162305	162327	287612	GETTY MART	333 WASHINGTON AV	KINGSTON	NY	12401	2		2		4		
162305	162327	486928	BROADWAY GROCERS	702 AB BROADWAY	KINGSTON	NY	12401	2	2	2	2	8		963645
162305	162326	620309	LAKE KATRINE GETTY	1738 ULSTER AVE	LAKE KATRIN	NY	12449	1	1	1	1	4		
162305	162327	650654	ULSTER DELI & GROC.	688 BROADWAY	KINGSTON	NY	12401	1	1	1	1	4		
162305	162327	655489	KINGSTON DELI	630 BROADWAY	KINGSTON	NY	12401	1	1	1	1	4		
162305	162327	681154	BROTHER CONVENIENCE	675 BROADWAY	KINGSTON	NY	12401	1	1	1	1	4		
162305	162328	701715	PILARY, INC.	895 ALBANY	KINGSTON	NY	12401	1	1	1	1	4	0362-0102	
162305	162327	714699	LANDMART	327 BROADWAY	KINGSTON	NY	12401	4	4	4	4	16		
162305	162328	735486	CITGO CALDOR	1335 ULSTER AVE	KINGSTON	NY	12401	1		2	1	4		
162305	162327	743277	DAIRY KING	353 FOXHALL AVE	KINGSTON	NY	12401	1	1	1	1	4		
162305	162326	750662	LEMA PETROLEUM	ROUTE 32 BOX 124	FREEHOLD	NY	12431	1	1	1		3		
162305	162326	762542	AERO STAR INC.	3 MOUNT AIRY RD	SAUGERTIES	NY	12477	1	1	1	1	4		
162305	162327	764445	HARRY, INC.	85 MURRAY ST	KINGSTON	NY	12401	1	1	1	1	4		
162305	162326	764455	LAWYERS GENERAL	STORE, INC.	EAST DURHAM	NY	12423	1	1	1	1	4		
162305	162326	769978	SITARA PETROLEUM, IN	3112 ROUTE 9W	SAUGERTIES	NY	12477	1	1	1	1	4		
162305	162328	770168	HOBO DELI	ROUTE 28W	KINGSTON	NY	12401	1	1	5	1	8		
162305	162327	790641	LUCKY PETROLEUM	384 FOXHALL AVE	KINGSTON	NY	12401	1	1	1	1	4		
162306	162327	651694	CITGO STONE RIDGE	3492 MAIN ST.	STONE RIDGE	NY	12484	1	1	1	1	4		
162306		702856	SHABBIR PETROLEUM I	28 MILL ST	RHINEBECK	NY	12572	1				1		
162306	162327	785137	CORNER STORE	RT 209 & LEGGETT	STONE RIDGE	NY	12484	2	2	2	1	7		
162307	162328	619766	Z&J GETTY HIGHLAND	443 ROUTE 9W	HIGHLAND	NY	12528	1		1	1	3		945261
162308	162329	578947	KAHN FOOD & GIFT	DBA SUNOCO MART	COLD SPRING	NY	10516	1	1	2	1	5		
162308	162328	741928	SUNOCO CONV STORE	365 VIOLET AVE	POUGHKEEPSI	NY	12601	2	2	2	2	8		
162308	162329	742104	APPLE VALLEY BP	100 FREEDOM PLAIN	POUGHKEEPSI	NY	12603	1	1	1	1	4		
162308	162328	757345	COASTAL GAS & CONV.	254 DUTCHESS TPKE	POUGHKEEPSI	NY	12603	1	1	1	1	4		
162308	162328	770154	GETTY # 58721	617 ALBANY POST R	HYDE PARK	NY	12538	1	1	1	1	4		

PAGE BREAK TOTAL ACCOUNTS	30	TOTAL QUANTITY	37	31	43	44	155	
TEMPLATE TOTAL ACCOUNTS	30	TOTAL QUANTITY	37	31	43	44	155	

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